

Message Text

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PAGE 01 TOKYO 03713 120520Z

11

ACTION EA-09

INFO OCT-01 ISO-00 EB-07 /017 W
----- 102996

P R 120301Z MAR 76
FM AMEMBASSY TOKYO
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 7627

UNCLAS TOKYO 3713

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: JUNE NUCLEAR INSTRUMENTS SHOW

1. WITH UTMOST EFFORTS TC CONDUCTING LOCAL SOLICITATION SUBJECT SHOW BUT OVERALL RESPONSES RECEIVED THUS FAR VERY UNENTHUSIASTIC. INFO KITS SENT 25 PROSPECTS INCLUDING 8 FIRMS REQUESTED SOLICIT BY OIM CABLES. PRESENTLY, ONLY FIVE FIRMS VERBALLY COMMITTING FOR SIX PA'S REPRESENTING 15 PRINCIPALS. IN EFFORTS PROCURE AS MANY PARTICIPANTS AS POSSIBLE UNDER THESE CIRCUMSTANCES, TC EXPLORING NEW SOURCES FOR ADDITIONAL LOCAL SOLICITATION CONTACTS. IN THIS REGARD, TC REQUESTS OIM ASSISTANCE PROVIDING LIST LOCAL FIRMS HANDLING U.S. PRODUCTS IN SUBJECT CATEGORIES. TC BELIEVES INFO AVAILABLE THROUGH COMPUTER BY SIC NUMBER. PLS ADVISE.

2. PLS ADVISE OIM SOLICITATION STATUS REPORT.

3. N.S. RE TOKYO 3629 REPORTING SUNNY TRADING/VACCO INDUSTRIES' POSSIBLE PARTICIPATION, Y. YAMADA, SUNNY TRADING, HAS REVERSED DECISION RE SUBMISSION PA/CONTRIBUTION AS FOLLOWS: YAMADA WILL SIGN PA LOCALLY WITH NTM CONTRIBUTION TC, WILL ALSO PAY TRANSPORTATION FEE EXHIBIT PRODUCTS THAT MUST BE ARRANGED AND SHIPPED BY G. KAY. (SELECTION DISPLAY ITEMS LEFT KAY.) PER YAMADA, ANY PRODUCTS CHOSEN BY KAY WILL BE NEW PRODUCT LINE SINCE AGENT HAS NEVER MARKETED VACCO'S PRODUCTS BEFORE. PLS ENCOURAGE KAY RE PARTICIPATION AND ADVISE HIS DECISION WITH OIM CONFIRMATION MARKET STATUS.

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SHOESMITH

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NNN

Message Attributes

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